



ADM's SojaProtein[®]:
Regionally sourced,
non-GMO soy protein.

**Create elevated and crave worthy
meat alternatives today.**





49%

of U.S. consumers claim to be willing to drastically change their lifestyle to live in a more environmentally friendly fashion.¹

Food consumers can feel good about.

Consumers around the globe are increasingly seeking out dietary options they can feel good about and that support their healthy living goals.

This suggests they are looking for plant-based options, but also food with ingredients they feel they can trust to have less of an environmental impact. This means knowing where food has come from, with a strong emphasis on finding regionally sourced ingredients.

Soy is packed with protein and nutrition, providing essential amino acids and fiber while also being able to take on a variety of tastes and textures. But finding the ideal soy ingredients to achieve this can sometimes prove challenging, and that's where ADM's SojaProtein[®] comes in.

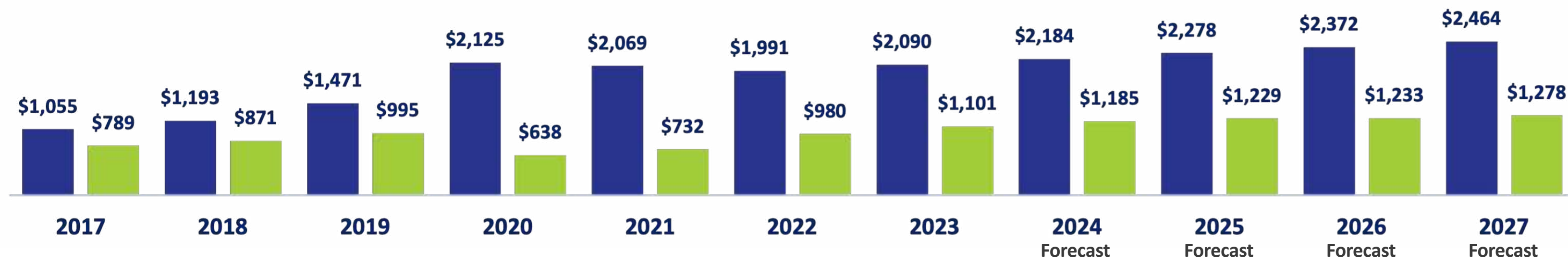
SojaProtein[®] has been delivering exceptional soy products locally in Europe since 1977, and together, ADM is now the largest grower and producer of high-quality soy ingredients in and originating from Europe. Grown and processed under Serbia's strict non-GMO regulations, ADM's SojaProtein[®] offers an array of versatile and high-performing soy protein ingredient solutions, with the same commitment to quality you have come to expect from ADM.

The market for plant-based foods is booming.

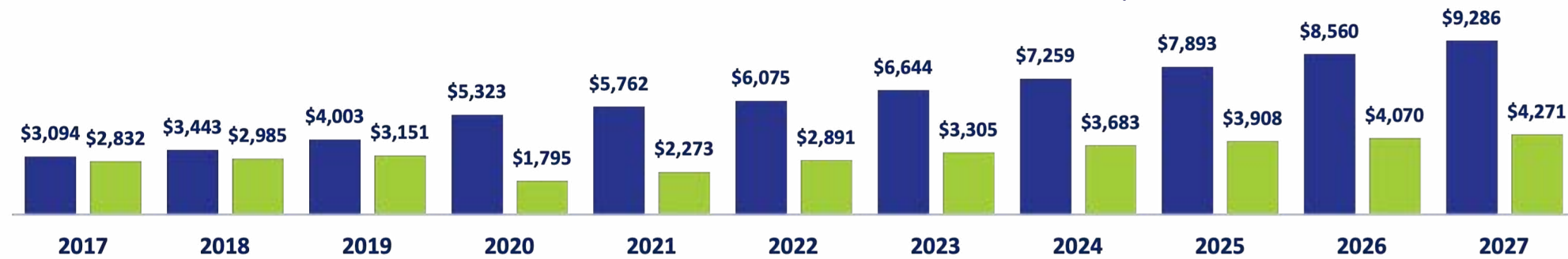
The popularity of plant protein is continuing to gain global momentum and shows no signs of slowing down. The expected value of the global meat alternative market* by 2030 is \$307B.² Covid-19 has had a profound effect on the plant-based market, increasing appeal at retail. As consumers continue to return to the foodservice channel post-pandemic, there is large growth potential ahead for meat alternatives.

Future growth outlook: The expected compound annual growth rate for top alternative protein categories* from 2021 until 2030 is 10%.

North America Meat Alternative Sales in Mn \$



Global Meat Substitute Sales in Mn \$



■ **Retail³**
 + Sales at retail sales price
 + Chilled, shelf-stable, frozen

■ **Foodservice⁴**
 + Sales at operator buying price



* among top alternative categories: meat alternatives, dairy alternatives, sports nutrition, snacking, ready meals

² ADM InsideVoiceSM, January 2022

³ Euromonitor International, 2023

⁴ Global Data Foodservice, 2023

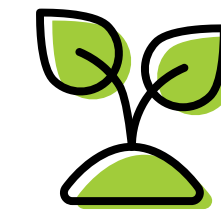


Today's mindful consumers are evolving.



72%

of global consumers are at least sometimes looking for products that are locally grown/produced.⁵



55%

of global consumers agree that plant-based products are better for the environment than traditional meat products.⁵



82%

of global consumers say it is important that food and drink brands offset their carbon emissions.⁶



77%

of North American consumers say they will trust a company/brand more if they do Regenerative Farming/ Agriculture.⁷

⁵ ADM Outside Voice "Global Lifestyle Research" 2023

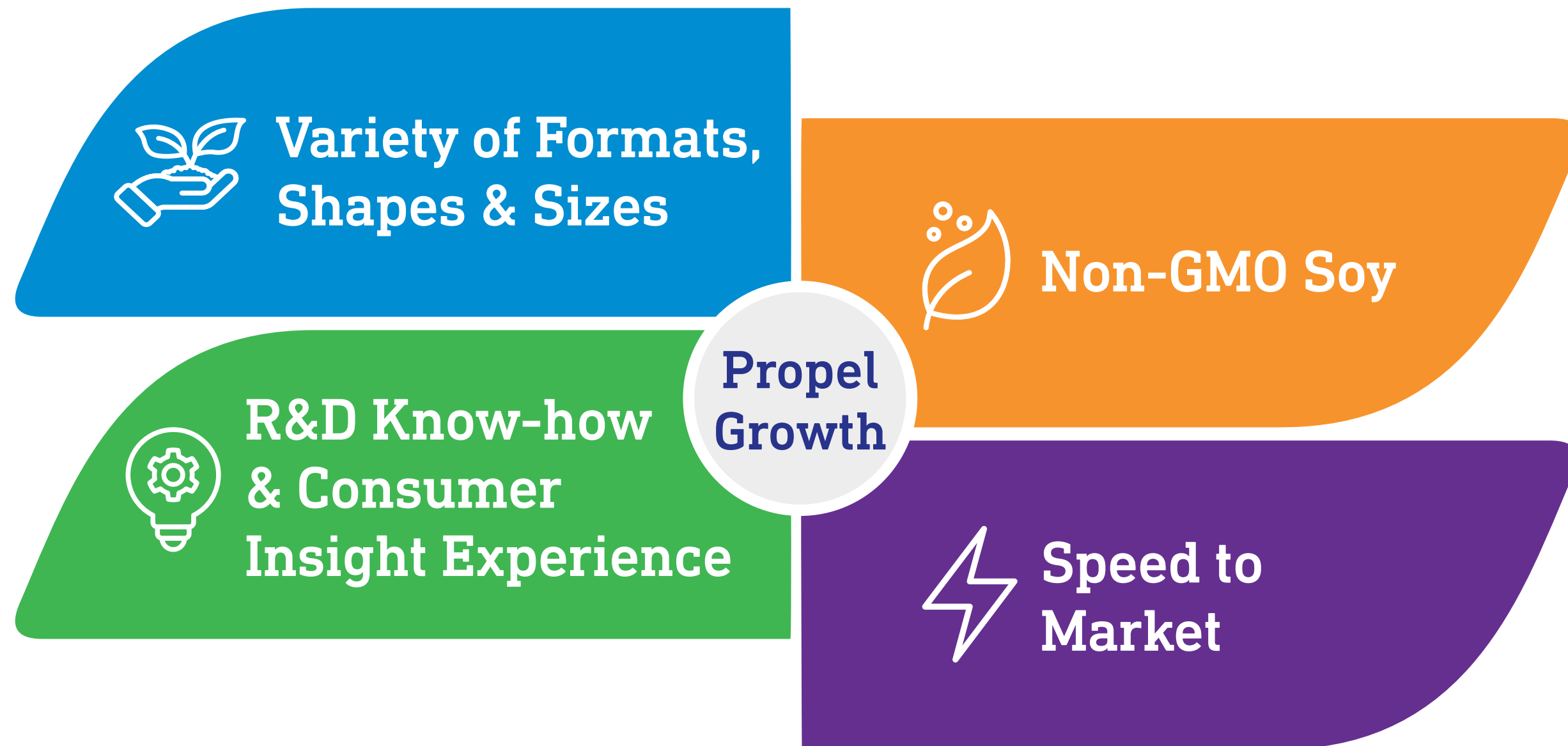
⁶ FMCG-Gurus "Top Ten Trends Meat & Plant-Based" 2023

⁷ FMCG Gurus "Clean Label Trends in Europe" 2023

ADM & SojaProtein®: Extensive flexibility.

With more global consumers adding plant proteins to their lifestyles, ADM recognizes the need to provide non-GMO and traceable soy protein. ADM has expanded our global alternative protein capacity to better meet customers' needs by bringing SojaProtein® into the fold.

Gain an edge and get to market faster with ADM's SojaProtein®. Leverage our non-GMO soy protein for consumer-preferred, next-generation meat alternative product formulation.



64%

of global consumers agree that they look for products from companies that support farmers and local communities.⁸



62%

of US plant forward consumers believe that soy is healthy and nutritious.⁹*

*flexitarian, vegetarian or vegan



Reasons to believe.



Variety of formats, shapes & sizes.

ADM's SojaProtein[®] offers a wide range of functional soy protein ingredients, including a considerable amount of tailored textured soy protein concentrates. The extensive variety of shapes, sizes (strips, chunks, crumbles and flakes) and colors of our textured soy protein concentrates will aid in any formulation brief challenge. We're able to offer more options, guaranteeing you have what is needed for your next innovation success.



Non-GMO soy.

ADM's SojaProtein[®] collects the majority of its soy from within just 100 kilometers of its production facility. Through close cooperation with farmers and growers since 1977 and third party certification verification, ADM and SojaProtein[®] ensure high quality soy, from bean and beyond under Serbia's strict non-GMO regulations, which prohibit genetically modified organisms' use, sale, and production. But, ADM's SojaProtein[®] goes a step beyond these laws, adhering to even stricter rules to preserve the quality of its soy from seed production to delivery of the final product. Produced in a non-GMO factory, ADM's SojaProtein[®] soy portfolio has less than 0.1% genetically modified content, giving it a competitive advantage in meeting consumer demands for non-GMO soy products.

⁸ ADM Outside Voice "Global Lifestyle Research" 2023

⁹ ADM Outside Voice "Global Plant-Based Protein Consumer Research" 2023

Reasons to believe.



R&D know-how & consumer insight experience.

ADM brings over 75 years of consumer insight and food and flavor design experience to help support our partners in crafting new and on-trend food products. Our culinary research and development experts not only understand what modern consumers are looking for, but they also know how to deliver it to them in exciting, flavorful, and tasty ways. With our deep understanding of future-forward consumer insights and integrated full solution pantry and world class technical soy protein know-how, ADM is here to support you in creating new protein-forward product innovations your customers will love.



Speed to market.

With combined know-how and support behind your plant-based meat alternatives, you get the boost of getting to market with new and innovative food products faster. Not only do you get ADM's years of technical experience and vast pantry to aid you in creating on-trend and consumer preferred plant-based foods, but you also can rest assured knowing that ADM's SojaProtein® products are reliable, with a European sourced supply ensuring quick transport and accessibility.

73%

of US consumers (of plant-based products) say taste and nutrition are equally important attributes in plant-based alternative products.¹⁰



¹⁰ ADM Outside Voice "Global Plant-Based Protein Consumer Research" 2023



SOJAPROTEIN® APPLICATION CONCEPT:

Homestyle Plant-Based Meatball

A vegan take on this homestyle Italian dinner staple, this plant-based meatball features the expected bite and chew that will delight the whole family. Feel better about serving a versatile and family-friendly plant-based meatball all ages can enjoy at the dinner table tonight!

THE CHALLENGE

Create a versatile plant-based dinner solution that all ages will enjoy and tastes like nonna made it!

THE SOLUTION

Using our full pantry approach, we are sure to delight consumers with these plant-based meatballs that boast great taste, texture and juiciness! We started with the perfect combination of ADM's SojaProtein® minced textured soy proteins, paired with our culinary crafted beef type flavor. These meatballs provide the desired bite and chew in a homestyle meatball experience with the help of the minced soy protein particle size - the softer and less resistant bite is exactly what consumers expect.

Utilizing our team's high level technical expertise, we met the challenge head-on and were able to formulate the perfect plant-based homestyle meatball solution. A kid-friendly, poppable and snackable result awaits!

CONCEPT HIGHLIGHTS:

- + Vegan
- + Non-GMO Ingredients
- + European Grown & Produced Soy



42%

of US consumers purchasing plant-based meat alternative products more often to add variety to their diet.¹¹

FEATURED INGREDIENTS:

-  Tradcon T® Minced 0.5
– 5.0 BFL470000001
-  Tradcon T® Minced 2.0
– 5.0 BFL470000003
- + Natural Beef-Type Flavor
- + AccelFlex™ FS 520-501

¹¹ Mintel "Plant-based Protein Report" 2023



SOJAPROTEIN® APPLICATION CONCEPT:

Plant-Based Fish-less Sticks

Breaded fish sticks are a consumer favorite on dinner tables, that appeal to all ages. This vegan-friendly take on the classic fish stick brings the same clean fish taste, crispy texture, and expected eating experience to the table, only with on-trend, non-GMO sourced plant protein.

THE CHALLENGE

Create a kid-approved, family-favored vegan fish stick that delivers a clean seafood taste and perfect bite inside and out.

THE SOLUTION

Tapping into the power of soy protein from ADM's SojaProtein®, our team was able to create a plant-based fish alternative that looks and tastes similar to a fish-based product. Knowing clean taste is paramount to kid-friendly success, we leveraged our savory flavorists' expertise to develop a vegan cod fish-type flavor to bring rich, meatier fish notes for a well-rounded fish-like profile. Then, we selected ADM's SojaProtein® textured soy protein flakes to deliver the nutrition, texture and function of a crispy, yet flaky fish-type stick.

Utilizing ADM's expansive pantry, technical expertise, and application support, we created the perfect formulation with a fish-like structure and flavor that can put a smile on any fish stick-loving consumer's face.

CONCEPT HIGHLIGHTS:

- + Vegan
- + Non-GMO Ingredients
- + European Grown & Produced Soy




41%

of plant forward* US consumers have consumed the same or more fish alternatives than a year ago.¹²

*flexitarian, vegetarian or vegan

FEATURED INGREDIENTS:

 **Tradcon T® Flakes 0.5**
– 9.0 BFL470000014

- + Natural Cod Fish-Type Flavor
- + AccelFlex™ FS 100

¹² ADM Outside Voice "Global Plant-Based Protein Consumer Research" 2023



SOJAPROTEIN® APPLICATION CONCEPT:

Juicy & Cravable Plant-Based Burger

Burgers are always a fan favorite, so plant-based versions need to live up to the hype of the real thing. With this nutritious and deliciously seasoned beef-style patty, consumers may find it hard to tell the difference. This burger gives all the texture and juiciness of a patty made from beef, but also the good conscience of knowing it's actually plant-based and made with protein sourced from Europe.

THE CHALLENGE

Create a delicious plant-based foodservice burger that is just as delectable as a conventional hamburger, but that better lends itself to the growing number of consumers who consider themselves flexitarians and want permissibly indulgent, regionally sourced protein options.

THE SOLUTION

Powered with the latest addition to our soy protein portfolio, ADM's SojaProtein® textured soy protein, this classic burger patty alternative does not compromise on taste, texture, or juiciness. It will look great on any menu and bring the bite and chew foodservice diners crave.

Utilizing ADM's extensive pantry and technical expertise to create a unique, culinary forward formulation, this patty might just surprise unknowing consumers into thinking its "the real deal."

CONCEPT HIGHLIGHTS:

- + Vegan
- + Non-GMO Ingredients
- + European Grown & Produced Soy





82%

of plant forward* US consumers find it important for meat alternatives to mimic the taste/texture of their animal-based counterparts.¹³

*flexitarian, vegetarian or vegan

FEATURED INGREDIENTS:

-  Tradcon T® Minced 2.0
– 5.0 BFL470000003
-  Tradcon T® Flakes 0.5
– 6.0 BFL470000013
- + Natural Hamburger-Type Flavor
#FATF278
- + Natural Bacon-Type Flavor
#FARE778
- + Natural Onion Flavor WONF
#FATD978

¹³ ADM Outside Voice "Global Plant-Based Protein Consumer Research" 2023



ADM's SojaProtein[®] delivers for you.

With ADM, you have a partner who combines a thorough understanding of soy ingredients with high-level technical ingenuity. We bring over 75 years of experience in alternative protein and flavor design to the table and offer top culinary and R&D expertise to give you an edge in developing consumer-preferred plant-based food and beverages. Our great processing standards and partnerships with nearby growers help ensure a safe and high-quality product, from farm to finished solution. Count on us to meet any formulation challenge head-on and to deliver for your consumers every time.

Let's Collaborate.

food@adm.com | adm.com/soy-protein

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